

**M.Com. Part I**

**Sub: Foreign Trade Policy, Procedures & Documentation**

**Course No. 1.62**

[ New Course effective From June-2006]

**Part - A (50%)**

**Unit - I (25%)**

- (A) Theories Of International Trade, Foreign Trade Of India, India 's Balance Of Payment,  
(B) India's Trade Policy, Foreign Trade Policy Of 1991, Export Import Policy Of 2002-2007, Export - Import 2003-2004 India Globalisation & Its Impact On Indian Economy

**Unit - II (25%)**

- (A) Tariffs Controls, Quota, Anti-Dumping Duties And Countervailing Duties Exchange Controls and Other Non Tariffs Control  
(B) Export Assistance And Promotion Measures, EPCG Scheme, Export - Import Facility And Incentives And Duty Draw Back , Duty Exemption Scheme, Tax Concessions, Marketing Assistance, State Trading Houses And Trading Houses, 100% EOU, Epzs, Sezs, Export Promotion Infrastructure And The Institutional Set Up, EXIM Bank,

**Part - B (50%)**

**Unit - III (25%)**

- (A) Processing Of Export Order And Export Contracts, Export Payment Terms, Letter Of Credit, Export Financing,  
(B) Pre-shipment Export Documents, For Transportation Of Goods, Documents For Customs Clearance Of Goods, Other Documents For The Purpose Of Export Of Goods, Marine Insurance And Credit Risk Insurance, Guarantees To Bank

**Unit - IV (25%)**

- (A) Pricing In International Marketing - Objectives , Factors Affecting Pricing, Pricing Methods, Transfer Pricing, Dumping, Export Price Structure, Information Required For Export Pricing,  
(B) FEMA & Exports, Procedure For Importing Goods

**Structure of Question Paper**

**Total Marks:-100**

**Time:- 3 hours.**

Question No.	Unit	Marks	Note
1 (A) or (A)	1 (A)	12	
1 (B) or (B)	1 (B)	13	
2 (A) or (A)	2 (A)	13	
2 (B) or (B)	2 (B)	12	
3 (A) or (A)	3 (A)	13	
3 (B) or (B)	3 (B)	12	
4 (A) or (A)	4 (A)	12	
4 (B) or (B)	4 (B)	13	

**References:**

1. Export Documents & Procedures by M P Singh & V S Chopra, Galgotia Publishing Company
2. Indian Economy by Ruddar Datt & K P M Sundharam Edition of year 2004, S. Chand & Publication
3. Effectiveness of Government Export Promotion Scheme in India by Neelam Rani Excel Books Publication
4. The Global Business Game: A Strategic Perspective by Trilok N Sindhvani Macmilan India Publication
5. International Marketing by Francis Cherunilam, Himalaya Publishing House
6. Export Management by P K Khurana, Galgotia Publishing Company
7. International Marketing by S Yuvraj, Vrinda Publications, Delhi
8. Theories of Import - Export by Nand Kishore Sharma & Vibha Sharma, RBSA Publishers, Jaipur
9. A Practical Guide on Forex Operations by R K Maity, RKM - DasGupta & Co, Calcutta
10. International Trade by M L Verma, Vikas Publishing House, New Delhi
11. International Marketing Management by Varshney & Bhattacharya, S. Chand & Co
12. Exports - Do It Yourself by M I Mahajan, Snow White Publication, Mumbai
13. India's Foreign Trade & Balance of Payments by V S Mahajan, Deep & Deep Publication, New Delhi